



BellSouth Telecommunications, Inc.
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REC'D TN
REGULATORY AUTH.

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Guy M. Hicks
General Counsel

June 11, 2002

OFFICE OF THE
EXECUTIVE SECRETARY
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VIA HAND DELIVERY

David Waddell, Executive Secretary
Tennessee Regulatory Authority
460 James Robertson Parkway
Nashville, TN 37238

Re: *BellSouth Telecommunications, Inc.'s Entry Into Long Distance
(InterLATA) Service in Tennessee Pursuant to Section 271 of
the Telecommunications Act of 1996*
Docket No. 97-00309

Dear Mr. Waddell:

Enclosed are the original and thirteen copies of BellSouth's responses to the Consumer Advocate's First Set of Interrogatories. Copies of the enclosed are being provided to counsel of record.

Very truly yours,

Guy M. Hicks

GMH:ch

REQUEST: Since January 1, 1999, how many special contracts or CSAs has BellSouth offered its customers in Tennessee?

RESPONSE: BellSouth is unable to provide this information as no records are maintained of special contracts or CSAs that are offered to customers but not accepted. However, in an effort to be responsive to this request, BellSouth states that it has filed with the Tennessee Regulatory Authority from January 1, 1999 through May 31, 2002 541 special contracts and CSAs that were accepted by its customers.

The use of contracts with business customers is widespread in the telecommunications industry. This point is illustrated by comments made by Mr. Chuck Welch, representing Time Warner Telecom of the Mid South, L.P. before the Tennessee Regulatory Authority during the Directors' Conference on May 7, 2002. Mr. Welch stated:

"CLECs such as my client and all the CLECs in Tennessee, to the best of my knowledge, don't serve residential customers, they serve business customers. Many of these business customers have telecommunication advisors or on staff people that know the telecommunications needs of the customers. They contact their service provider, they negotiate at arms length, and they enter into a contract for the service that they desire. There's hundreds of these contracts. How many CSAs has this Agency approved in the last six months just for BellSouth alone? And I'm almost -- I'm very confident that most of the CLECs provide service by way of contract a vast majority of the time, if not a very high percentage or 90 percent of the time."

Mr. Welch went on to state:

"And to the extent that we don't allow these parties to contract, and to the extent we try to pass regulations to interfere or to slow down that process, in going in the wrong direction. We're going away from competition and back towards more regulation."

BellSouth Telecommunications, Inc.
TN PSC Dkt No. 97-00309
CAD's 2nd Data Request
May 23, 2002
Item No. 2
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REQUEST: Since January 1, 1999, how many of those special contracts were accepted by customers?

RESPONSE: Please see response to Item 1.

REQUEST: Since January 1, 1999, how many CSAs has BellSouth re-sold?

RESPONSE: Five (5) CSAs have been sold by CLECs since January 1, 1999. All of these have either expired, the customer has returned to BellSouth as a retail customer or the services have been disconnected.

CERTIFICATE OF SERVICE

I hereby certify that on June 11, 2002, a copy of the foregoing document was served on the parties of record, via hand delivery, facsimile, overnight or US Mail, addressed as follows:

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